

Message Text

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PAGE 01 JIDDA 01733 102028Z

44

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 W

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R 090530Z MAR 76

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 3971

INFO AMCONSUL DHAHRAN

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C O R R E C T E D C O P Y (MRN 1733 VICE 7133)

E.O. 11652: N/A

TAGS: BEXP, SA

SUBJECT: TRADE OPPORTUNITY: YENBO COMPLEX

1. EMBASSY IS STILL SEEKING CONFIRMATION THAT FIRMS WILL BE INVITED TO BID ON MASTER PLAN FOR CONSTRUCTION OF YENBO PROJECT. UNTIL RECENTLY, MOBIL WAS CONSIDERED A SHOO-IN FOR THE MANAGEMENT CONTRACT, BUT QUESTIONS HAVE BEEN RAISED ABOUT THE PROPRIETY OF SUCH ACTION, AS MOBIL WILL ALSO OWN PROJECTS (PETROCHEMICAL AND REFINERY) AT THE YENBO COMPLEX. MOBIL STILL BELIEVES IT SHOULD BE GIVEN THE CONTRACT.
2. TO THE BEST OF OUR KNOWLEDGE, EFFORTS TO PRE-QUALIFY FIRMS FOR CONSTRUCTION AT YENBO ARE STILL IN RUDIMENTARY STAGE. WE ARE SEEKING FURTHER INFORMATION, AND WILL INQUIRE WITH MININDUSTRY DURING NEXT CALL BY EMBOFF IN RIYADH.
3. ROYAL COMMISSION FOR YENBO AND JUBAYL HAS NOT YET SIGNED CONTRACT FOR ADVISORY ASSISTANCE FROM FOREIGN FIRM. BECHTEL IS NEGOTIATING FOR THE JUBAYL CONTRACT AND ARTHUR D. LITTLE NEGOTIATING FOR AN OVERALL CONTRACT TO ASSIST MININDUSTRY IN EVALUATING JOINT VENTURE PROJECTS. THIS IS ALSO A MATTER FOR FURTHER INVESTIGATION.

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4. THE ROYAL COMMISSION WILL OVERSEE THE CONSTRUCTION OF INFRASTRUCTURE AT YENBO. MININDUSTRY WAS RECENTLY AWARDED RESPONSIBILITY UNDER SAG TO NEGOTIATE FOR SAUDI PARTNERSHIP IN JOINT VENTURE PROJECTS IN PETRO-CHEMICALS, FERTILIZERS, STEEL AND ALUMINUM MANUFACTURE.

5. U.S. FIRMS INTERESTED IN CONTRACT MANAGEMENT, INFRASTRUCTURE CONSTRUCTION OF CONSTRUCTION OF INDUSTRIAL PLANT IN YENBO SHOULD BE ENCOURAGED TO CONTACT MININDUSTRY AND/OR ROYAL COMMISSION. EMBASSY WILL PROVIDE FACILITATIVE ASSISTANCE.
PORTER

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